

## Message Text

UNCLASSIFIED

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44

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

----- 021109

R 111723Z DEC 74

FM AMCONSUL MONTREAL

TO USDOC WASHDC

INFO SECSTATE WASHDC 5708

UNCLAS MONTREAL 1916

USDOC

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

1. 122/04/P0022

2. 121174

3. E. TOLMAN

4. 122 CANADA

5. I A

6A. WRITE, CALL OR CABLE --

6B. MR. PETER VODSTRCIL, PRESIDENT

6C. MO-DENT LTD.

1440 CHOMEDEY STREET

MONTREAL, QUEBEC H3H 2A7, CANADA

7. TELEPHONE: (514) 935-8131

8. --

9. 102-112.

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9A. DIRECT SALE AND DISTRIBUTORSHIP.

10. DESCRIPTION

3843011-0000. PRECIOUS DENTAL METALS.  
3843015-0000. NON-PRECIOUS DENTAL METALS.  
3843021-0000. DENTAL ALLOYS.  
3843031-0000. PORCELAIN TEETH.  
38430ETAPPPPM RESINOUS, PLASTIC, ETC. TEETH.

MO-DENT LTD., ESTABLISHED IN 1948, IS AN IMPORTER AND DISTRIBUTOR OF DENTAL SUPPLIES TO DENTAL LABORATORIES IN THE PROVINCES OF QUEBEC AND ONTARIO. ANNUALS SALES ARE DOLS 700 THOUSAND. EMPLOYS EIGHT SALESMEN. ACCORDING TO MR. VODSTRCIL, PRESIDENT, LARGE U.S. DENTAL SUPPLY HOUSES TEND TO EXCLUDE SMALLER FIRMS, SUCH AS HIS OWN, FROM SALES AGENT AND DISTRIBUTORSHIP ARRANGEMENTS. HIS FIRM WISHES TO EXPAND DIRECT PURCHASE OF ALL KINDS OF CONSUMABLE DENTAL SUPPLIES AND SEEKS REPRESENTATION ARRANGEMENTS FOR SUCH DENTAL PRODUCTS AS DENTAL CERAMIC ACCESSORIES, PINS, ETC. THIS FIRM WOULD ALSO LIKE TO REPRESENT, AND MARKET DENTAL PRODUCTS NEWLY INTRODUCED IN U.S. DENTAL LABORATORIES. (THIS FIRM DOES NOT HANDLE DENTAL OFFICE EQUIPMENT SUCH AS X-RAY MACHINES, DENTAL CHAIRS, STERILIZATION CABINETS, ETC.)  
HARPER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 DEC 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
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**Disposition History:** n/a  
**Disposition Reason:**  
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**Review Authority:** kellerpr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 17 JUN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <17 JUN 2002 by colstocv>; APPROVED <11 JUL 2002 by kellerpr>  
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30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Subject:** PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)  
**TAGS:** BGEN, CA  
**To:** COM  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005